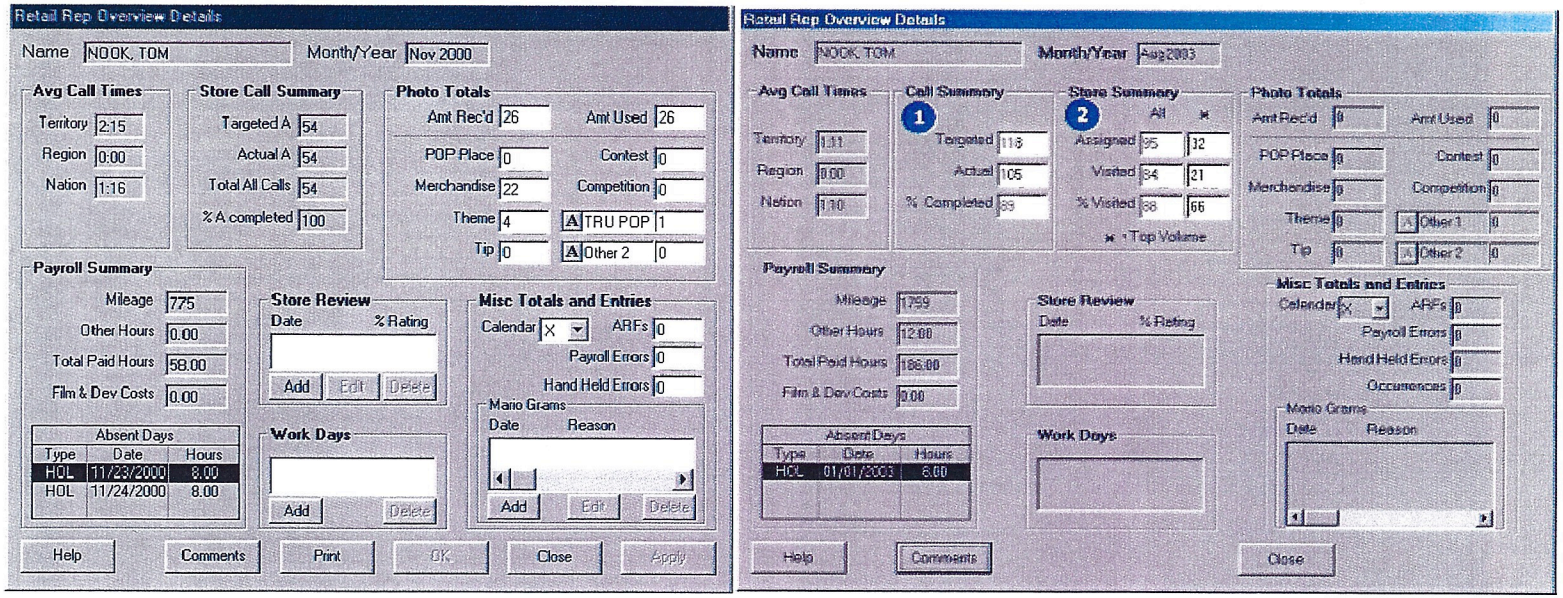
NMI Retail Rep Overview Details Before and After Top Volume Status



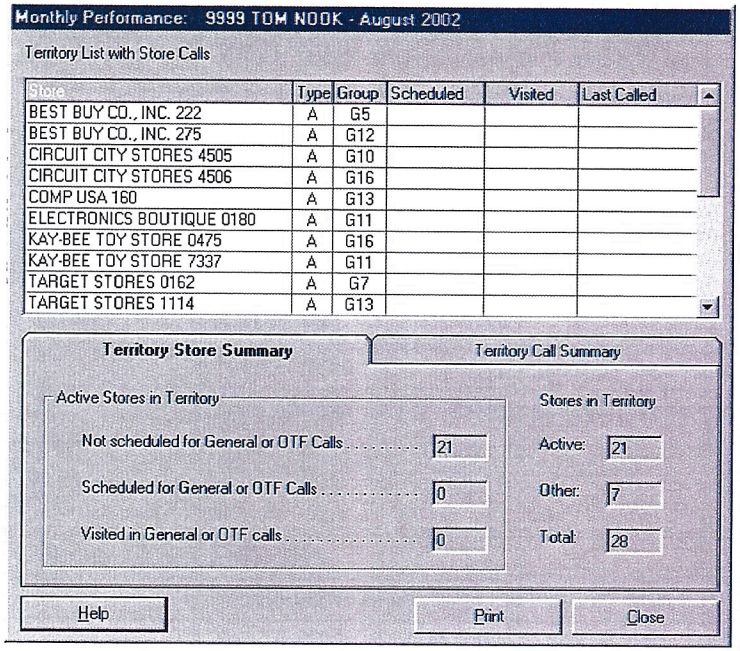
1 Call Summary

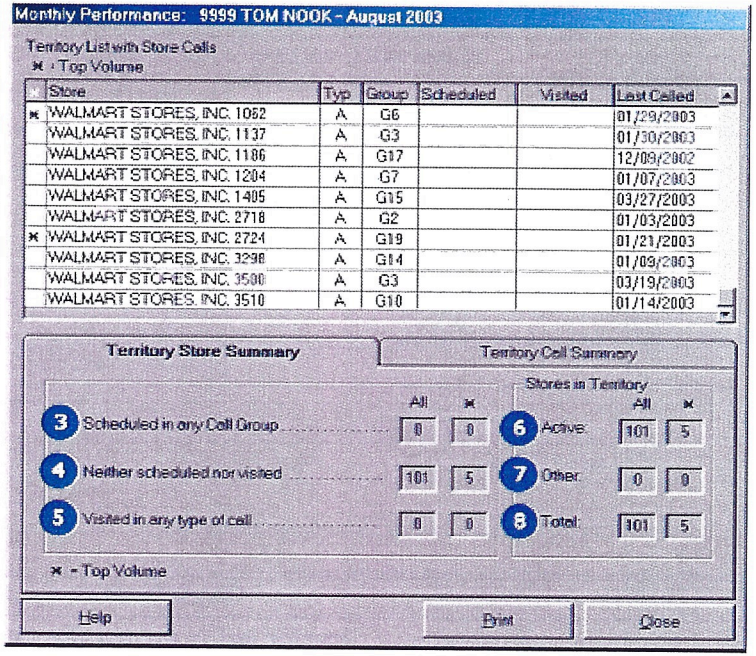
Category	Definition
Targeted	Total number of stores scheduled in the call route. (Total is updated on the first of each month.)
Actual	Number of stores in the call route that were actually visited. (Number is updated daily.)
% Completed	Percentage of stores in the call route that were completed. (Percentage is updated daily.)

2 Store Summary

Category	All	* (star) Top Volume
Assigned	Number of stores assigned in the call route.	Number of Top Volume stores in assigned route.
Visited	Number of stores visited in the call route.	Number of Top Volume stores visited in assigned route.
% Visited	Percentage of stores assigned that were visited.	Percentage of Top Volume stores visited.

Monthly Performance Territory Store Summary Before and After Top Volume Status


Monthly Performance: 9999 TOM NOOK - August 2002
Territory List with Store Calls
Store | Type | Group | Scheduled | Visited | Last Called
BEST BUY CO., INC. 222 | A | G5
BEST BUY CO., INC. 275 | A | G12
CIRCUIT CITY STORES 4505 | A | G10
CIRCUIT CITY STORES 4506 | A | G16
COMP USA 160 | A | G13
ELECTRONICS BOUTIQUE 0180 | A | G11
KAY-BEE TOY STORE 0475 | A | G16
KAY-BEE TOY STORE 7337 | A | G11
TARGET STORES 0162 | A | G7
TARGET STORES 1114 | A | G13
Territory Store Summary
Territory Call Summary
Active Stores in Territory
Not scheduled for General or OTF Calls 21
Scheduled for General or OTF Calls 0
Visited in General or OTF calls 0
Stores in Territory
Active: 21
Other: 7
Total: 28
Help
Print
Close


Monthly Performance: 9999 TOM NOOK - August 2003
Territory List with Store Calls
* - Top Volume
Store | Typ | Group | Scheduled | Visited | Last Called
* WALMART STORES, INC. 1052 | A | G6 | 01/29/2003
WALMART STORES, INC. 1137 | A | G3 | 01/30/2003
WALMART STORES, INC. 1186 | A | G17 | 12/09/2002
WALMART STORES, INC. 1204 | A | G7 | 01/07/2003
WALMART STORES, INC. 1405 | A | G15 | 03/27/2003
WALMART STORES, INC. 2718 | A | G2 | 01/03/2003
* WALMART STORES, INC. 2724 | A | G19 | 01/21/2003
WALMART STORES, INC. 3298 | A | G14 | 01/09/2003
WALMART STORES, INC. 3500 | A | G3 | 03/19/2003
WALMART STORES, INC. 3510 | A | G10 | 01/14/2003
Territory Store Summary
Territory Call Summary
Stores in Territory
All *
3 Scheduled in any Call Group 0 0
4 Neither scheduled nor visited 101 5
5 Visited in any type of call 0 0
6 Active: 101 5
7 Other: 0 0
8 Total: 101 5
* - Top Volume
Help
Print
Close

3 Scheduled in any Call Group

Column	Definition
All	Total number of stores scheduled in this month's calendar for all types of calls (Regular, Blitz, Repair, etc.)
*	Total number of Top Volume stores from any scheduled group.

4 Neither Scheduled nor Visited

Column	Definition
All	Total number of stores that are not included in this month's calendar and not visited "on the fly."
*	Total number of Top Volume stores that were not scheduled.

5 Visited in any type of Call

Column	Definition
All	Total number of stores that have had any type of call (Regular, Blitz, Repair, etc.) this month.
*	Total number of Top Volume stores that has had any type of visit.

Stores in Territory

6 Active

Column	Definition
All	Total Number of stores in the territory including Top Volume stores.
*	Total number of Top Volume stores in the territory.

7 Other

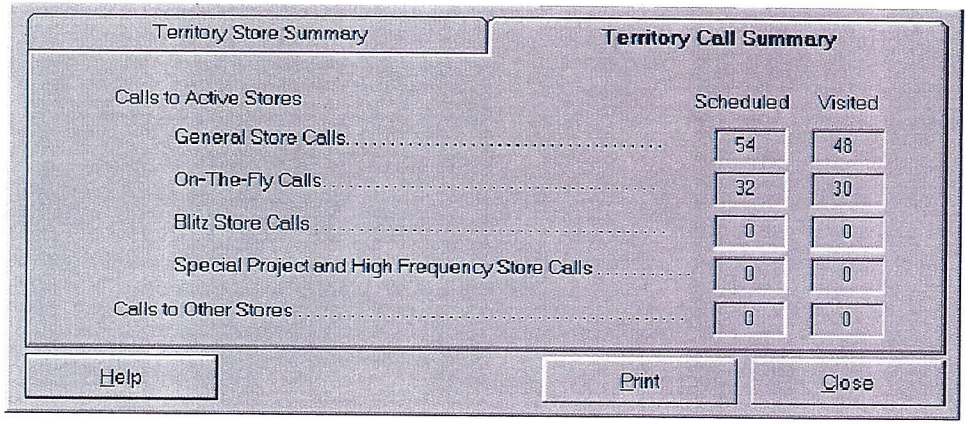
Column	Definition
All	Total number of stores in the territory with a B, D, I, or "Other" status.
*	Total number of other types of stores in the territory with a status of Top Volume.

8 Total

Column	Definition
All	Total number of stores in the territory.
*	Total number of Top Volume stores in the territory.

Territory Call Summary (unchanged)

The fields and columns in the Territory Call Summary tab of the Monthly Performance window do not show specific data for Top Volume store calls. The Territory Call Summary tab appears the same after the addition of Top Volume store calls.



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